

BEFORE THE PUBLIC SERVICE COMMISSION
OF THE STATE OF SOUTH CAROLINA
DOCKET NO. 2014-322-C

Application of **ANPI, LLC** for a)
Certificate of Public Convenience and)
Necessity for Authority to Provide)
Wholesale Local Exchange)
Telecommunications Services, including)
Exchange Access, Statewide, and for its)
Local Exchange Offerings to be Regulated)
in Accordance with Procedures First)
Authorized for NewSouth)
Communications in Order No. 98-165 in)
Docket No. 97-467-C)

Direct Testimony of Joseph O'Hara

I. Introduction

1 **Q. Please state your name and business address.**

2 A. My name is Joseph O'Hara. My business address is 3243 Meadowbrook, Springfield, IL
3 62711

4 **Q. BY WHOM ARE YOU EMPLOYED AND IN WHAT CAPACITY?**

5 A. I am the Chief Financial Officer of ANPI, LLC ("ANPI").

6 **Q. PLEASE GIVE A BRIEF DESCRIPTION OF YOUR BACKGROUND AND**
7 **EXPERIENCE IN BUSINESS AND TELECOMMUNICATIONS.**

8 A. I joined ANPI in 2000 and have served in numerous management positions with
9 increasing responsibility for the organization. I am currently responsible for corporate
10 finance, treasury, accounting, financial reporting, taxation and regulatory compliance.
11 While responsible over the finance function, I worked to secure capital for the
12 organization through multiple private placement offerings, and establish and maintain the

1 organization's credit facilities. During my tenure with ANPI, I have held positions in
2 operations, finance and accounting. Additionally, I have led numerous discrete projects
3 including development and evaluation of business models, capital budgeting and
4 investment analysis, business formation, and business/project valuation, and matters
5 concerning legal affairs.

6 I am a licensed Certified Public Accountant in Illinois, and hold a masters of
7 business administration with a finance concentration from the University of Illinois at
8 Urbana-Champaign.

9 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?**

10 A. The purpose of my testimony is to describe the nature of ANPI's proposed service
11 offering within the State of South Carolina, and to demonstrate its financial, managerial,
12 and technical ability to provide the telecommunications services for which authority is
13 sought herein.

14 **Q. DO YOU WISH TO INCORPORATE BY REFERENCE ANY DOCUMENTS**
15 **INTO YOUR TESTIMONY?**

16 A. Yes. I wish to incorporate by reference the underlying Application filed in this
17 proceeding and its associated attachments.

18 The Business of ANPI, LLC

19 **Q. HAS ANPI, LLC REGISTERED TO DO BUSINESS IN SOUTH CAROLINA?**

20 A. Yes. ANPI, LLC is a Delaware Limited Liability Company, organized in that
21 state on September 20, 2010. ANPI received authorization to transact business within the
22 State of South Carolina on May 17, 2011. A copy of ANPI's Certificate of Authority to
23 Transact Business in South Carolina was attached to the Application as Exhibit A. The

Commission as previously authorized ANPI, LLC to provide resold intrastate Interexchange telecommunications services with alternative regulation of its Interexchange service offerings by Order No. 2011-764 issued in Docket No. 2011-262-C.

Q. PLEASE DESCRIBE THE ADDITIONAL SERVICES ANPI INTENDS TO PROVIDE WITHIN THE STATE OF SOUTH CAROLINA.

A. ANPI seeks to offer hosted iPBX to other telecommunications carriers using VoIP technology with multiple interfaces that include Cable Modem, DSL, Ethernet, MPLS, and others. Private Internet connections will also be made available. In some cases, ANPI will resell the local access circuit for a complete bundling of offerings. ANPI does not propose to offer any retail local exchange services.

Q. WHAT CARRIER WILL ANPI, LLC UTILIZE AS ITS UNDERLYING CARRIER FOR SERVICES IN SOUTH CAROLINA?

A. ANPI will choose its underlying carrier based upon the quality of service of the carrier properly certified by the Commission to provide such service.

Q. DOES ANPI, LLC HAVE AUTHORIZATION TO PROVIDE INTRASTATE TELECOMMUNICATIONS SERVICE IN ANY OTHER STATE?

Yes, ANPI is currently authorized to do business in the following states: Alabama, Alaska, Arkansas, California, Colorado, Connecticut, Delaware, Georgia, Hawaii, Iowa, Idaho, Illinois, Indiana, Louisiana, Massachusetts, Maryland, Maine, Michigan, Missouri, Montana, North Carolina, North Dakota, Nebraska, New Jersey, Nevada, New York, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Vermont, Washington, Wisconsin, West Virginia, and Wyoming.

1 **Q. HAS ANPI, LLC EVER HAD AN APPLICATION FOR A CERTIFICATE OF**
2 **PUBLIC CONVENIENCE AND NECESSITY DENIED?**

3 A. No.

4 **Q. DOES ANPI, LLC INTEND TO FILE A TARIFF WITH THE COMMISSION?**

5 A. Yes. ANPI filed a tariff along with its Application in this proceeding which it will
6 modify as necessary in order to meet the Commission's requirements. We believe that
7 ANPI's tariff complies with all Orders, Rules, and Regulations of the Commission.
8 ANPI's proposed tariff is attached to our application as Exhibit E.

9 **Q. WILL ANPI, LLC COMPLY WITH THE COMMISSION'S ORDERS**
10 **REGARDING THE PROVISION OF LOCAL SERVICE?**

11 A. Yes, ANPI will at all times provide and market local exchange carrier services in
12 accordance with current Commission policies. In addition, ANPI will at all times provide
13 interstate services in compliance with all FCC rules and regulations.

14 **Q. HAS ANPI, LLC PROVIDED ANY INTRASTATE TELECOMMUNICATIONS**
15 **SERVICES WITHIN THE STATE OF SOUTH CAROLINA?**

16 A. Yes, pursuant to Order No. 2011-764 issued in Docket No. 2011-262-C referenced above.

17 **Q. WHAT RATES WILL ANPI, LLC CHARGE UPON RECEIPT OF**
18 **CERTIFICATION?**

19 A. ANPI, LLC will charge the tariffed rates approved by the Commission.

20 **Q. HOW WILL ANPI, LLC MARKET SERVICES IN SOUTH CAROLINA?**

21 A. ANPI, LLC intends to market its services via direct sales by ANPI's employees.

22

1 III. Managerial, Technical, and Financial Qualifications

2 **Q. DOES ANPI HAVE SUFFICIENT MANAGERIAL, TECHNICAL AND**
3 **FINANCIAL RESOURCES AND ABILITY TO PROVIDE THE**
4 **TELECOMMUNICATIONS SERVICES PROPOSED IN ITS APPLICATION?**

5 A. Yes, ANPI continues to have sufficient managerial, technical, and financial resources
6 and ability to provide the telecommunications services for which authority is sought
7 herein. ANPI's personnel represent a broad spectrum of business and technical
8 disciplines, possessing many years of individual and aggregate telecommunications
9 experience.

10 The qualifications and experience of ANPI's key management personnel are discussed in
11 Exhibit D, which is attached to our application in support of our managerial and technical
12 ability to provide the services for which authority is sought, herein.

13 **Q. HOW DOES ANPI, LLC HANDLE CUSTOMER SERVICE REQUESTS?**

14 A. ANPI's customer service representatives are available to assist its customers and will
15 promptly respond to all customer inquiries. Customers may call 1-877-366-2674 and/or
16 by email and our NOC is available 24 hours a day, 7 days a week.

17 **Q. PLEASE DESCRIBE THE FINANCIAL CONDITION OF ANPI, LLC**

18 A. In support of ANPI, LLC's financial ability to provide services sought herein, ANPI's
19 year-end 2013 Income Statement and Balance Sheet, were filed under seal as Exhibit C to
20 our application.

21 **Q: IS APPLICANT SEEKING FLEXIBLE REGULATORY TREATMENT FOR ITS**
22 **RETAIL LOCAL EXCHANGE SERVICE OFFERINGS?**

1 A: Yes, Applicant respectfully requests that any future retail local service offerings be
2 regulated in accordance with procedures outlined in Order No. 98-165 in Docket No. 97-
3 467-C.

4 IV. PUBLIC INTEREST

5 **Q. HOW WILL RESIDENTS OF SOUTH CAROLINA BENEFIT FROM ANPI'S**
6 **ADDITIONAL SERVICES IN SOUTH CAROLINA?**

7 A. The Commission's grant of an amended certificate is in the public interest because the
8 subscribers of ANPI will receive increased choice, improved quality of service, and
9 heightened opportunities to obtain improved technology in business. Market incentives
10 for new and old telecommunications providers in South Carolina will be improved
11 greatly through an increase in the diversity of suppliers and competition in the local
12 exchange telecommunications market. Consistent with the Commission's intent to aid in
13 the development of a competitive telecommunications environment in South Carolina,
14 the granting of an amended certificate of authority to ANPI to provide wholesale local
15 exchange service will offer increased efficiency to the State's telecommunications
16 infrastructure through greater reliability of services and in increase in competitive
17 choices.

18 **Q. HAS THE COMPANY EVER BEEN THE SUBJECT OF AN INVESTIGATION**
19 **BY ANY STATE REGULATORY BODY OR BY THE FCC?**

20 A. No.

1 **Q. WILL THE COMPANY AGREE TO ABIDE BY AND COMPLY WITH THE**
2 **COMMISSION’S RULES AND REGULATIONS AND COMMISSION ORDERS**
3 **IN ITS OPERATIONS IN SOUTH CAROLINA?**

4 A. Yes.

5 **Q. DOES THIS CONCLUDE YOUR TESTIMONY?**

6 A. Yes. I would like to thank the Commission for this opportunity to provide information
7 relevant to ANPI, LLC’s application and am ready to provide any additional information
8 that the Commission may need in making its decision.